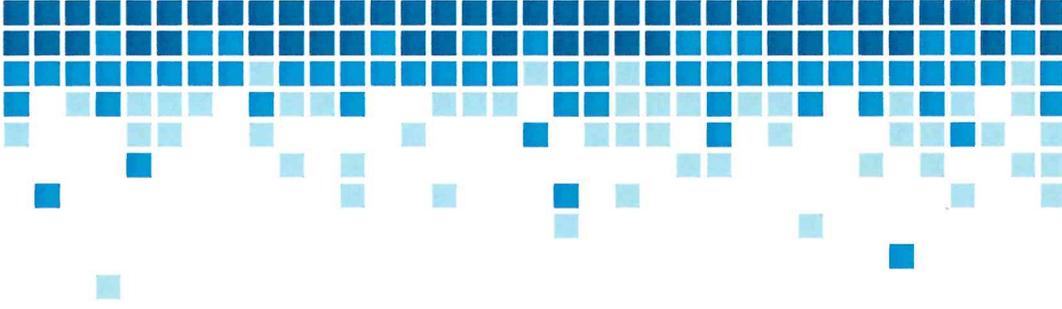


County of Sullivan Broadband Initiative

Why 100/100 Mbps Isn't Settling — It's Strategic



NYS Municipal Infrastructure Program (MIP) Grant

Focus: Unserved and Underserved Residents

Priority #1: The Unserved

MIP targets locations with no access to broadband capable of meeting New York State's minimum standard of 100/100 Mbps. These are often the most rural, remote, and physically challenging areas.

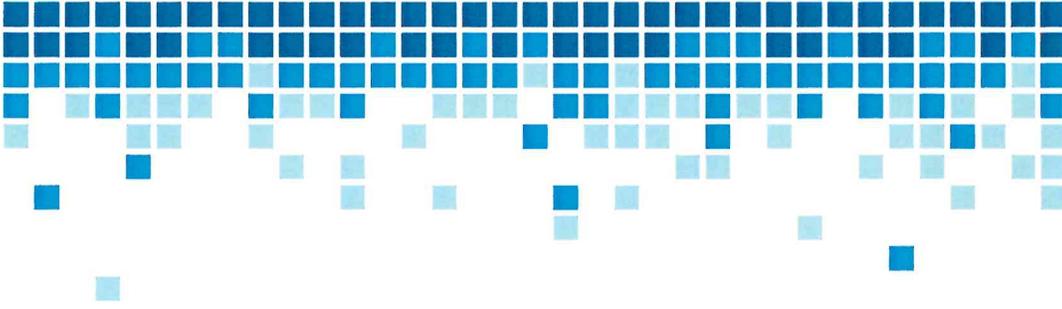
Priority #2: The Underserved

MIP also supports locations that technically have service, but **below the 100/100 threshold**, including:

Legacy DSL; Low-upload cable packages; Aging or overloaded wireless systems

These connections do not support modern work, education, telehealth, or business operations.

The MIP is designed specifically to bring modern broadband to homes and businesses that have been left behind due to geography, cost, or lack of private-sector investment.



NYS Municipal Infrastructure Program (MIP) Grant

Focus: Unserved and Underserved Residents

Fiber Where Possible, Wireless Where Necessary

MIP funding is structured to deliver fiber-first solutions, and use fixed wireless only when terrain or environmental constraints prevent construction. The goal is to reach *every* feasible location with a reliable, modern connection.

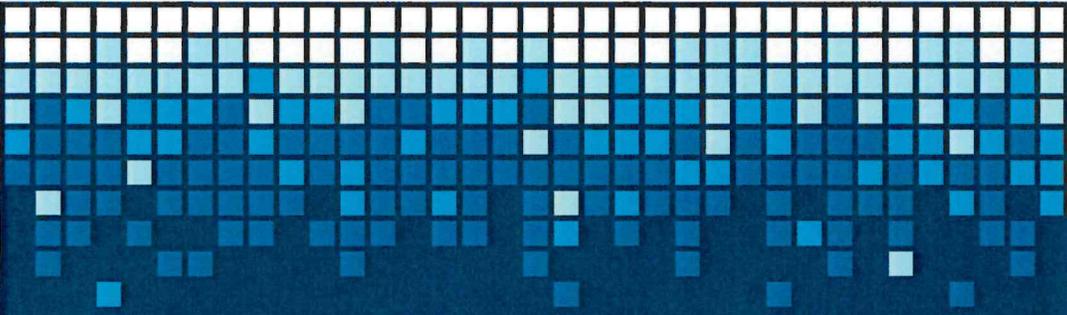
Long-Term Viability Is Required

Every funded project must support 10–20 years of service life, ensuring that rural customers are not left behind again in the next upgrade cycle.

Fiscal Efficiency Matters

NYS expects counties and ISPs to maximize the number of unserved/underserved addresses reached within the funding cap by:

- Leveraging existing assets (towers, conduit, rights-of-way)
- Avoiding unnecessary overbuild
- Designing solutions tailored to real-world terrain



What is Considered Broadband?

Federal Standard (FCC)

Current FCC broadband definition, as of March 2024, is defined as: *100 Mbps down / 20 Mbps*

An increase from the previous 25/3 standard established in 2015

This FCC **100/20 standard is a national basement, not a goal.**

New York has adopted a **future-proof minimum** instead.

Why? **Upload speeds do not meet needs** of telework, telehealth, and cloud use.



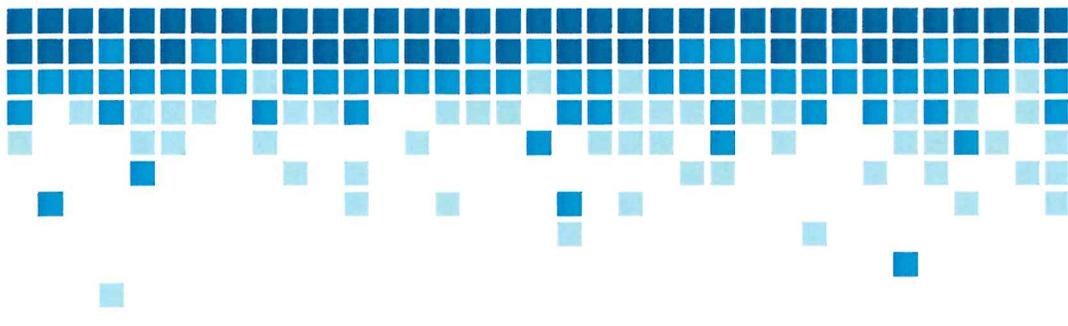
New York State Broadband Policy

Minimum of 100/100 Mbps symmetric.

Focused on long-term economic development and rural viability.

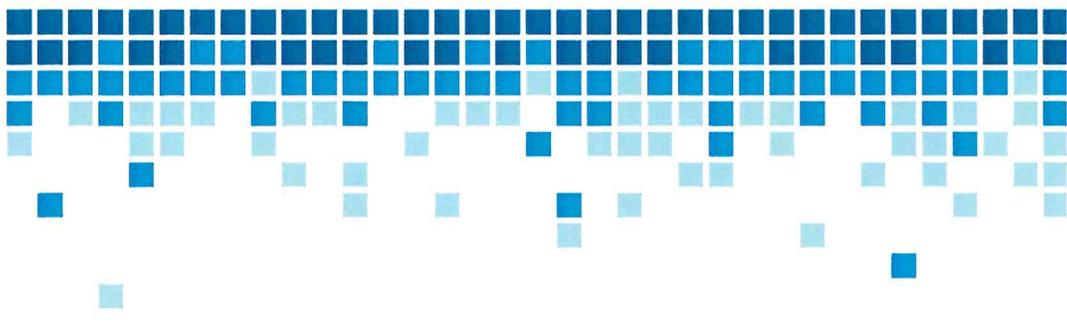
Prioritizes upload capacity for public safety, healthcare, and schools.

Future-proof goal: avoid repeated upgrades or overbuilds.



Empire State Development (ESD) Requirements — our MIP Grant Source

- Adopts NYS 100/100 Mbps symmetrical minimum as standard.
- The MIP (Municipal Infrastructure Program) in New York sets a higher minimum broadband requirement of 100/100 Mbps because its purpose and funding philosophy are fundamentally different from the federal baseline set by the FCC.
- Fiber preferred; wireless only where fiber cannot be constructed.
- Projects must support 10–20 year viability.
- This standard is used for ALL state-funded broadband programs.





Gig+ Fiber Deployment

What Bandwidth Do Households Really Need?

'For-Profit' Marketing vs. Need

Most homes don't need multi-gigabit plans; they need reliable, consistent service.

Everyday Use:

4K streaming: 20–25 Mbps.

Video calls: 3–4 Mbps each

Cloud backups & cameras:
upload-dependent

Realistic Household Needs (2025):

1 person: 50–100 Mbps

2–3 people: 100–300 Mbps

Family home: 300–600 Mbps

Tech-heavy: 1 Gbps (comfort, not necessity, and handles the needs of dozens of devices)

Most performance issues come from weak upload, not lack of gigabit download.

Why Gig+ Capacity Still Matters for Sullivan County

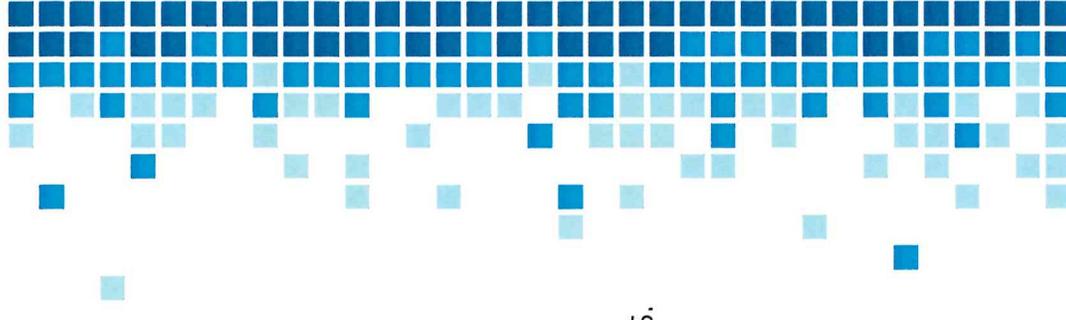
*Households may not *need* gig+ service, but the County benefits greatly from having it available.*

Economic Development Impact:

Attracts new businesses that require high-capacity fiber.
Supports small-business and home-based entrepreneurship.
Enables modern telework, digital media, telehealth, and AI-driven services.
Strengthens long-term economic competitiveness.

Bottom Line:

Households operate comfortably around 100/100 Mbps.
Gig+ availability fuels business growth and future-proofs County infrastructure.



Gig+ Fiber Deployment

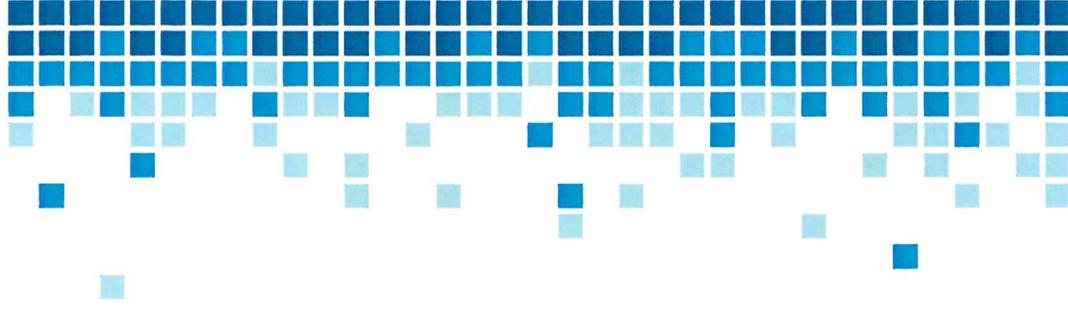
What is our plan and approach?

Gig+ fiber will serve most accessible roadways and population centers.

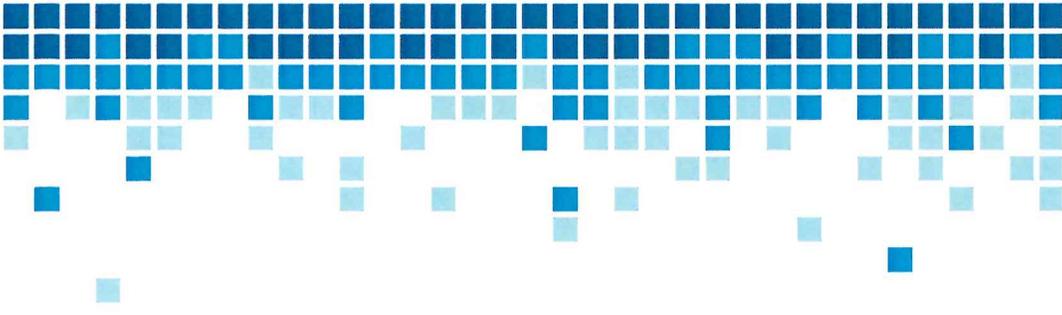
Fiber provides multi-gigabit symmetrical performance.

Highly reliable, scalable, future-proof.

First choice for all locations where construction is physically feasible.



Countywide Technology & Service Summary In This Funding Round?



Grant application was limited to a \$30M maximum ask.

Q: How do you maximize the impact with available funding?

A: Mix of fiber and fixed wireless access

Leveraged by utilizing existing tower infrastructure — meaning no additional development cost consideration to significantly expand funding reach with an already invested in, County-owned resource.

Total locations that can be served under this grant: 22,480

Under this \$30M MIP grant funding round, just about 51% of all serviceable locations can be served by fiber

Fiber 100/100+: 11,398 (50.70%)

Eligible speed plans (fiber) to be offered:

100/100 (required offering)

500/500

1000/1000

2000/2000

8000/8000

Wireless 100/100+: 7,224 (32.14%)

Wireless 100/100-: 3,858 (17.16%)

Overall: 82.84% of the target locations meet/exceed the 100/100 Mbps minimum standard

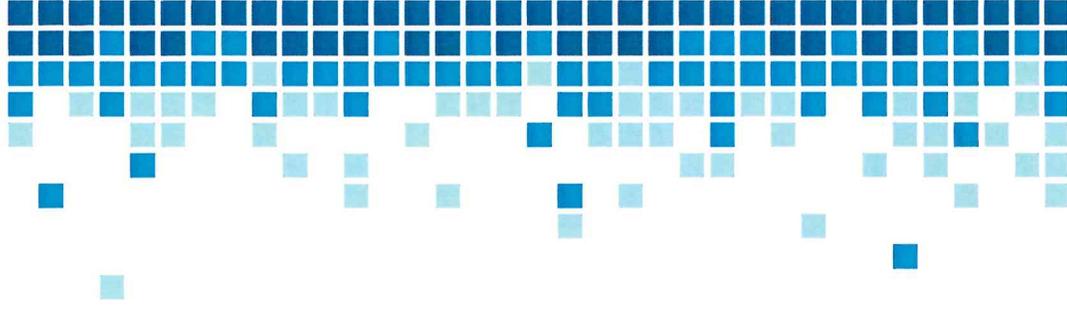
“ *Why can't everyone get fiber?* ”

The challenges:

- *Available funding limitation in this round*
- *Subterranean rock ledges*
- *Mountains*
- *Forests*
- *Wetlands*
- *Long private driveways*
- *Miles of fiber for only a few homes*
- *NYS environmental restrictions*

Why Symmetrical 100/100 Mbps Is Essential

- Upload speeds critical for remote work, telehealth, and cloud applications.
- Supports video conferencing, schoolwork, and emergency services.
- Traditional and asymmetric cable speeds (e.g., 200/10) no longer meet modern needs.
- 100/100 is NY's future-proof minimum standard.



Summary...Part 1

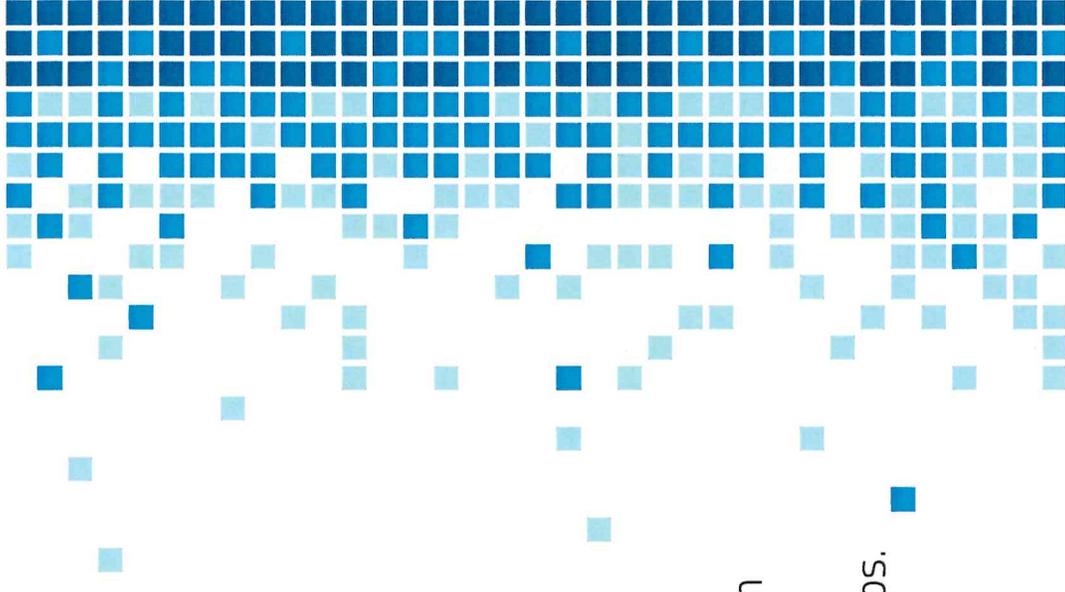
Gig+ fiber will serve most of Sullivan County Municipal Infrastructure Program (MIP) service area.

Some areas require 100/100 Mbps fixed wireless access (FWA) due to terrain and environmental barriers.

Available funding limitation make FWA beneficial by dramatically increasing service reach and MIP grant impact.

NYS and ESD require 100/100 Mbps minimum—higher than the federal 100/20 Mbps standard.

Countywide: 82.84% of locations meet/exceed 100/100 Mbps.



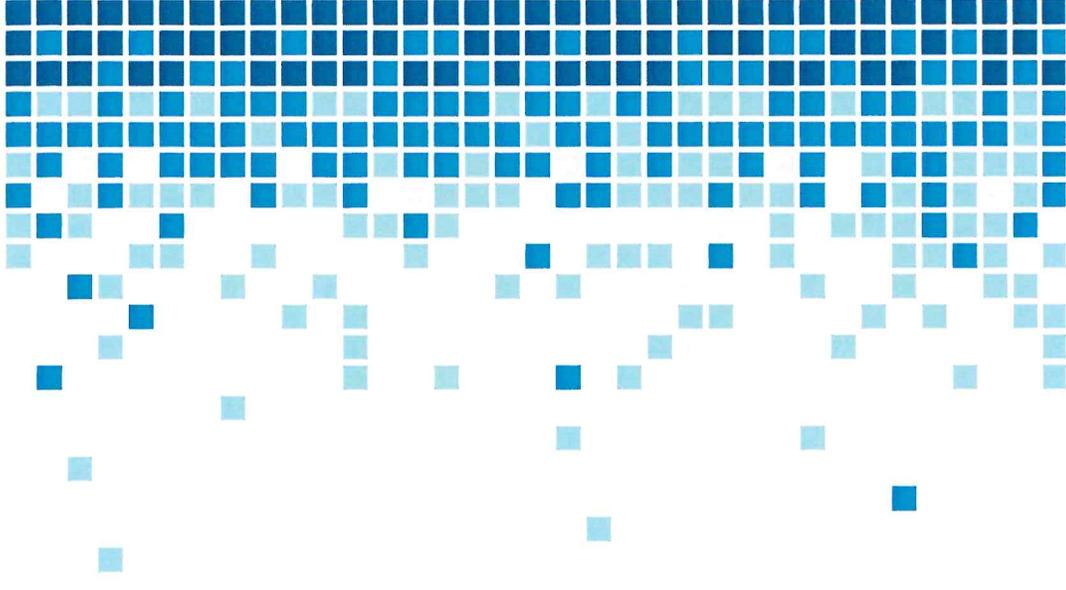
Summary...Part 2

Sullivan County is delivering the MOST capable broadband infrastructure possible to the highest number of potential service locations within the constraints of physical conditions and funding availability.

Gig+ fiber deployed wherever feasible; 100/100 fixed wireless where terrain prevents fiber.

Every applicable service address receives modern, reliable broadband service.

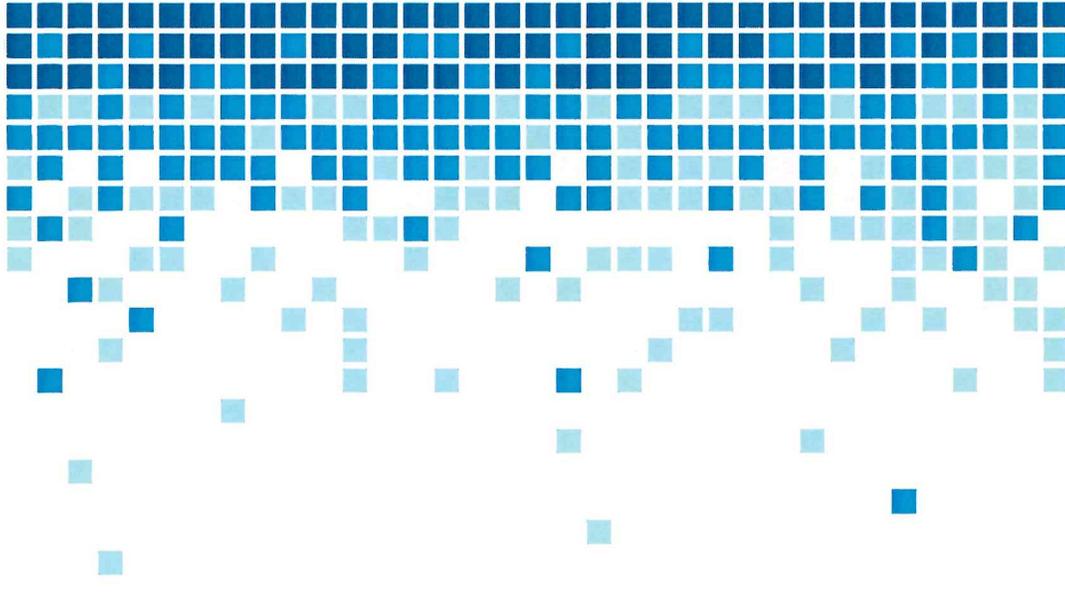
This balanced approach is fiscally responsible and geographically realistic.



The Bottom Line

The 100/100 minimum exists because some areas can only be reached by fixed wireless due to mountains, forests, or environmental constraints.

HOWEVER, every location that *can* feasibly get fiber will receive Gigabit-class fiber, because fiber is the long-term solution for the next 30+ years of economic development, education, telehealth, and public safety.



Final Word

Is 82.84% @ greater than 100/100 good?

Across the U.S., most rural broadband initiatives struggle to reach even **60–70%** of addresses at $\geq 100/100$ Mbps without encountering prohibitive cost constraints.

- In federal broadband projects, coverage over **80% symmetric 100 Mbps** in rugged counties is considered high-performing.
- Many rural regions only achieve 100/20 Mbps or hybrid 25/3 Mbps fill-ins because of terrain and cost per passing.

So **82.84%** at well above **100/100 Mbps** positions Sullivan County as a state-leading rural deployment.



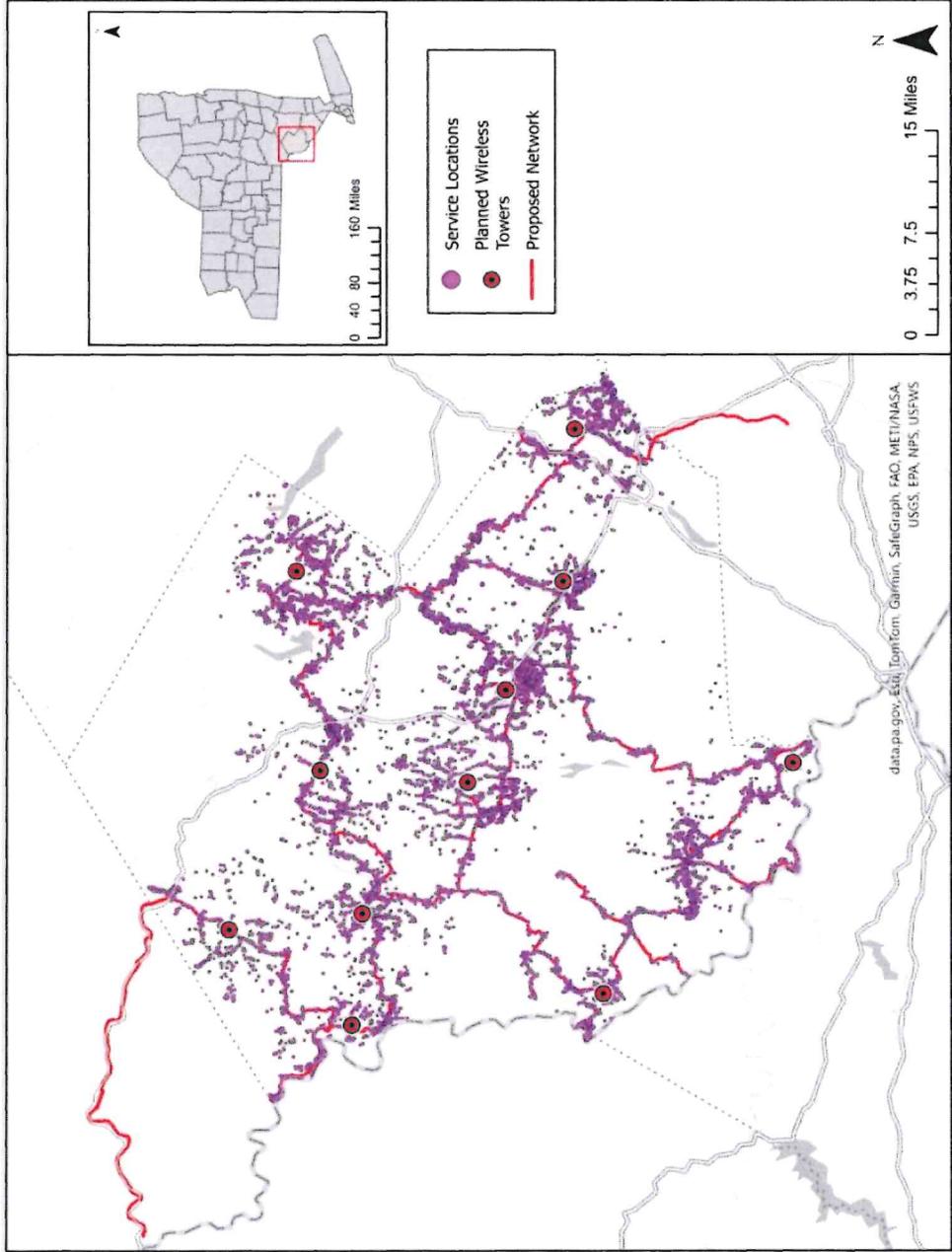
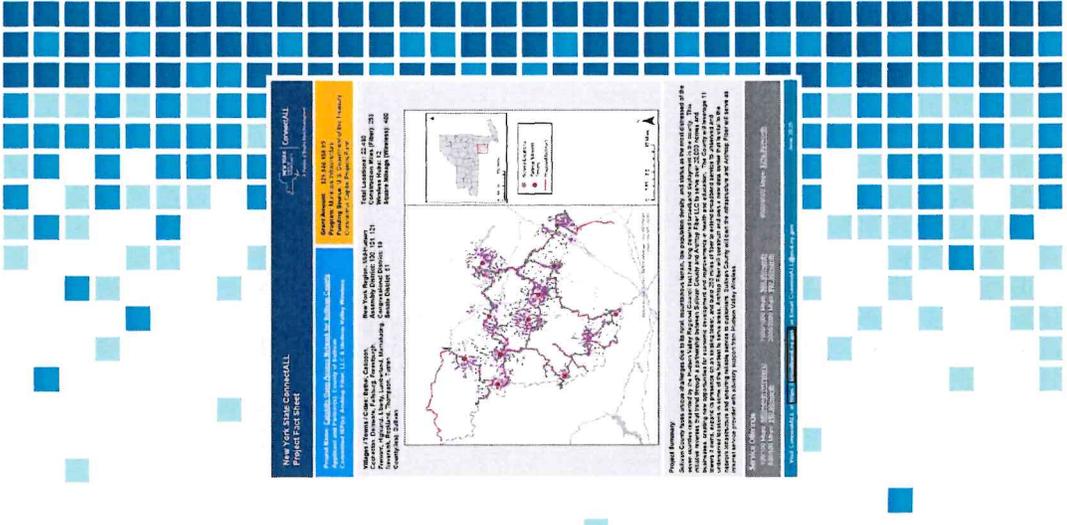
In Conclusion...

"Achieving 82.84% of all serviceable locations at or above 100/100 Mbps — given Sullivan County's topography — is considered exceptional by any rural-infrastructure standard.

Every remaining location is being reached with the best available technology within fiscal and environmental limitations.

This is all not just adequate — **it's transformational** and honestly, a high-achievement figure that demonstrates efficient, future-minded investment and exceptional program management."





NEW YORK STATE COMMERCIAL PROJECT EXHIBIT

Project Name: **Cellular Service Network Expansion in the Adirondack Park**

Project No.: 12-100-00000

Project Description: This project is a proposed expansion of cellular service in the Adirondack Park region of New York State. The project involves the construction of new cellular towers and the installation of new cellular service equipment. The project is being undertaken by the Adirondack Park Agency (APA) in cooperation with the New York State Department of Environmental Conservation (DEC) and the United States Forest Service (USFS).

Project Location: The project is located in the Adirondack Park region of New York State, specifically in the counties of Hamilton, Warren, and Rensselaer. The project area is shown on the map as a shaded region.

Project Status: The project is currently in the planning phase. The APA is currently reviewing the project and conducting environmental impact studies. The project is expected to be completed by the end of 2012.

Project Contact: The project is being managed by the Adirondack Park Agency (APA). For more information, please contact the APA at (518) 535-2300 or www.adirondackpark.org.

Project Website: www.adirondackpark.org

Project Date: 12/10/11

Project Version: 1.0

Project Author: [Name]

Project Reviewer: [Name]

Project Approver: [Name]

Project Date: 12/10/11

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Project Author: [Name]

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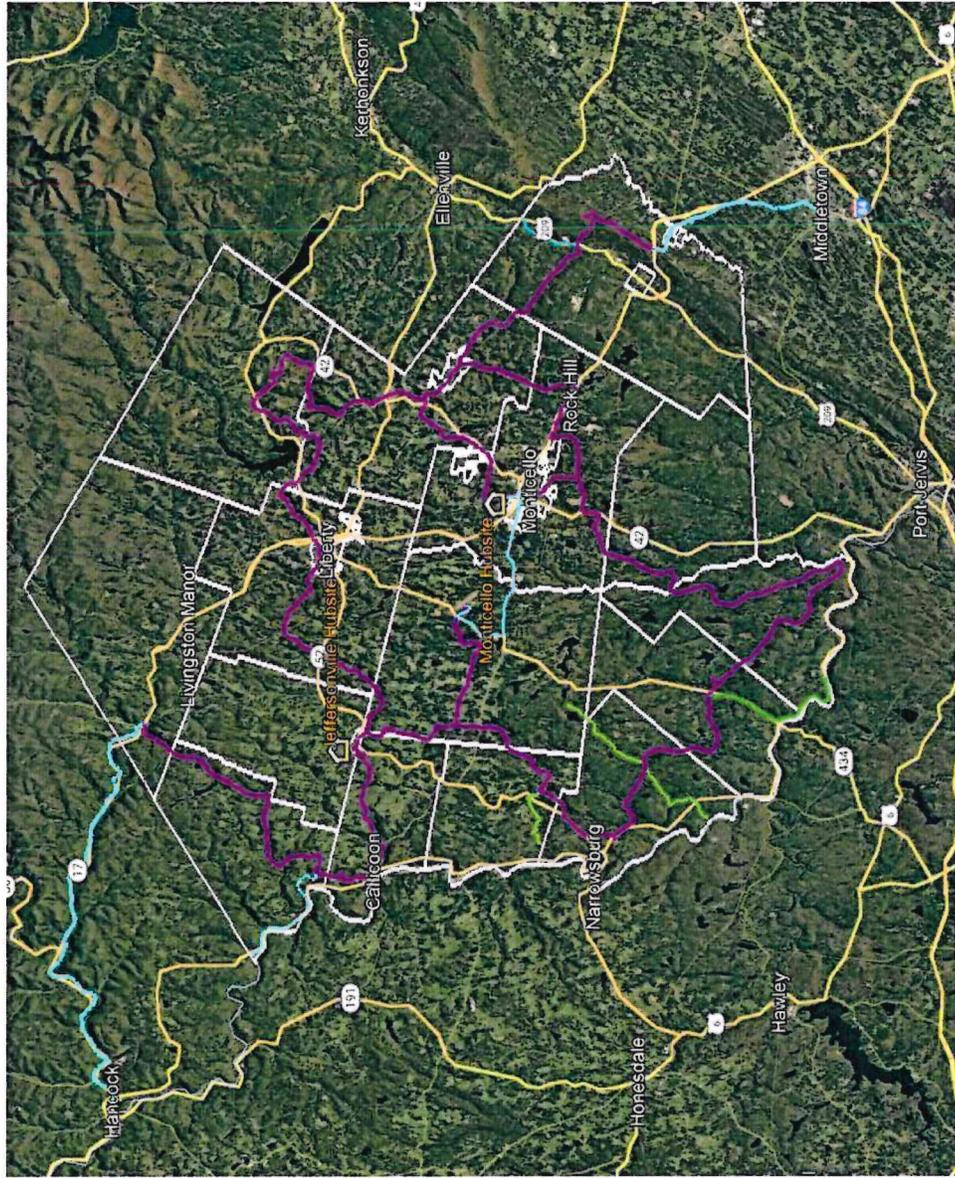
Project Approver: [Name]

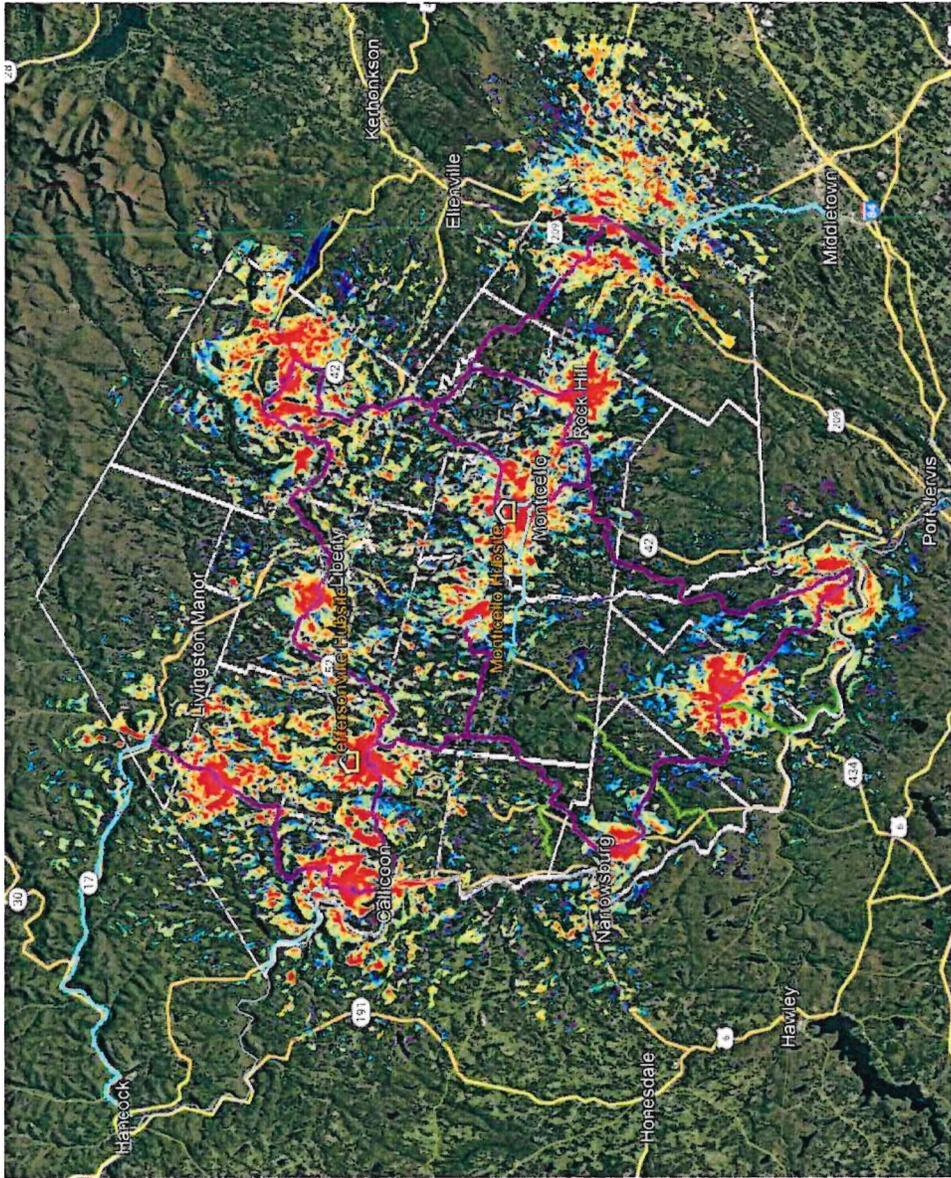
Project Summary:

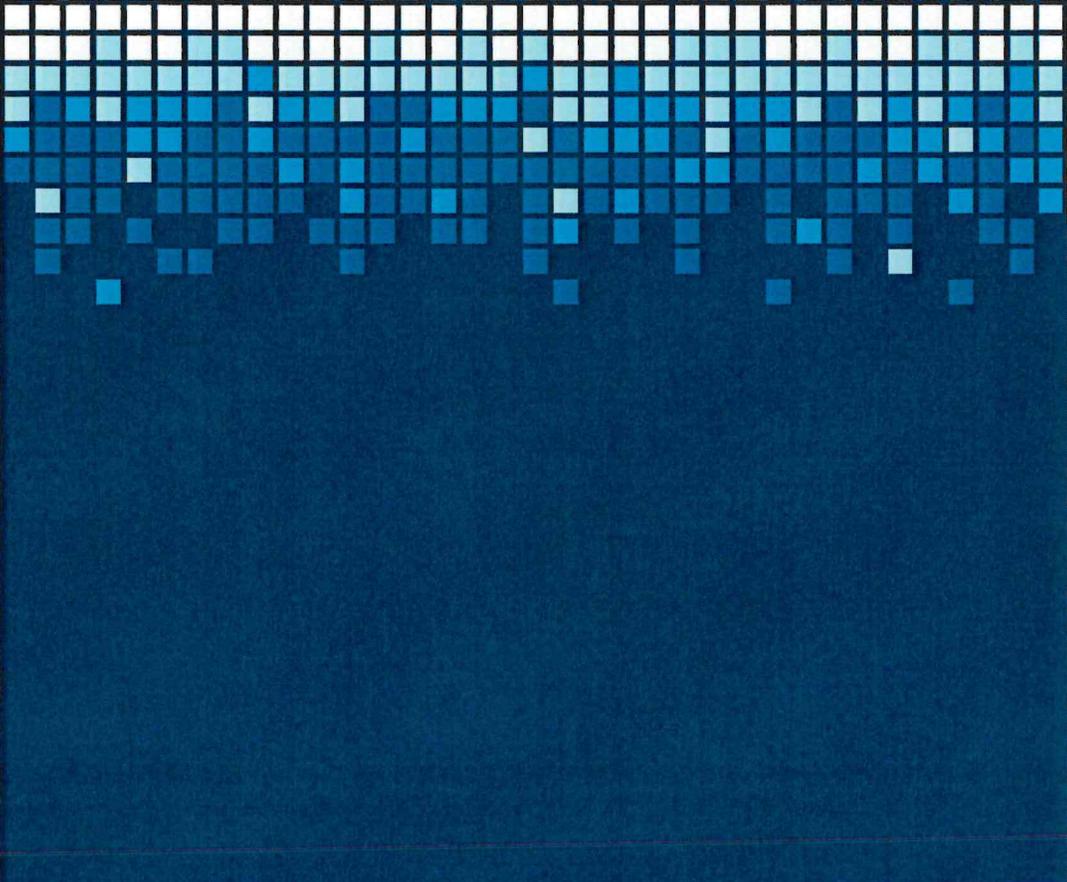
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THANK YOU!

Any questions?